

U. S. Tobacco Co.

Louis A. Bantle, president of United States Tobacco Company, announced that the Company made record sales and earnings during the first six months of this year.

Gains in sales were 5% and in earnings 9%, after provision for the 1968 tax increases, and, with growth continuing in major product lines throughout the Company, Mr. Bantle estimated that earnings this year should total more than \$1.60 per common share, an all-time high.

Mr. Bantle said earnings of the Company had increased for seven consecutive years and that both immediate and long range outlook for continued expansion was favorable.

"The Company's acquisition program is proving highly successful, and gains in sales and earnings also are continuing in our traditional product lines," Mr. Bantle said. "Based upon these and other accomplishments, we view the future with confidence."

Mr. Bantle noted that principal product areas in which sales gains were made during the first half of this year included moist snuff and chewing tobacco brands, pet foods, cigars, packaged nuts and peanut butter.

He said new products, including Tall N' Slim Sano Cigars, the first 100mm little cigar on the market, and Happy Days, raspberry-flavored, fine-cut chewing tobacco, had contributed to the sales gains, and that introduction of other new products and a major expansion of the sales program for King Sano Cigarettes were scheduled for later this year.

P. Lorillard Co.

Lorillard Corporation reported second quarter earnings of \$7,353,076, or \$1.14 available per common share, compared with \$8,252,044, or \$1.24, for the same period last year. Consolidated net sales for the quarter rose to a record \$149,263,149, compared with \$146,492,046 in the second quarter of 1967, the previous record.

Net income for the first half totaled \$14,090,283, equal to \$2.15 available per common share, against \$14,411,855, or \$2.16, in the first half of last year. Consolidated net sales for the period also were the highest for any six months ending June 30 in Lorillard's history, amounting to \$286,918,756, compared with the previous record of \$277,485,819 in 1967, an increase of 3.4 per cent.

The company said profit fig-

American Tobacco Co.

Consolidated dollar sales for the first six months and second quarter of 1968 were the highest in the history of the American Tobacco Company, Robert B. Walker, President and Chairman of the Board, announced.

Dollar sales for the first six months of 1968 were \$734,372,000 compared with \$730,200,000 for the 1967 period. Dollar sales for the quarter ended June 30 were \$382,852,000 compared with \$380,419,000 for the 1967 second quarter.

Net income for the first half of the year was \$40,567,000 or \$1.47 per Common share compared with \$40,629,000 or \$1.43 per share in 1967.

Net income for the 1968 second quarter was \$22,549,000 compared with \$23,515,000 in the 1967 period. This was equivalent to 83 cents per Common share, the same amount reported for the 1967 second quarter.

These results were achieved despite a twenty-five day strike at the Company's tobacco factories in January and despite the recently enacted 10 percent Federal income tax surcharge.

Were it not for the surcharge net income for the first six months and second quarter would have reached all time records (\$44,675,000 or \$1.62 per Common share for the first half and \$24,815,000 or 92 cents per share for the second quarter).

Estimated taxes on income were \$48,012,000 for the 1968 first six months compared with \$38,296,000 for the correspond-